Greetings!!!

We are pleased to present the October ***Sting*** Tip of the Month. We send the tip via email, but will also highlight it on the website (www.dakcs.com). We ask our support team for ideas that may be helpful. We hope you find it beneficial!

In these highly competitive times, it is more important than ever before to stay in close contact with your clients. One of the great features of The Sting is the Sales Queue. Once you set up the queue(s), your sales team will have an outstanding way to ensure timely follow up with their clients. The Sales Queue is easy to set up and an effective tool for maintaining and enhancing your client relationships.

From the main menu, options 3, 7 will take you to a Sales Queue. The queue is designed for the sales person to contact clients for follow up at a pre-set date. The screen contains the primary information on the client, demographics, last new business, MTD new business, YTD and forever. It also contains the commission rate.

This information pulls from the client setup screen in options 8, 13, 1, 2, client number. The sales person code is defined in field 20. The follow-up date, which is established in field 44, works just like a jack date in the collector queue. Once that date is past, the client information will appear in the sales person's queue.

If you need help setting up the queue, please contact the support team at 801 394 5791. We are here to assist you.

If you have any ideas or tips that might be worth sharing, please contact me directly at 617 846 0454. I would love to hear from you!

Deb Kilroy
Director of Sales & Marketing

Great Things are Happening!

DAKCS SOFTWARE SYSTEMS

!